



John (Jack) Calabrese, CLU, AALU, FLMI

Senior Vice President, National Recruiting & Sales
Joined SIAA in 2018



As Senior Vice President of National Recruiting & Sales, Jack is responsible for every aspect of recruiting including selection, onboarding, training, compensation, incentives, and recognition. Jack is helping Master Agencies identify and recruit Member Agencies with the highest degree of success in terms of writing business.

Jack will oversee the Vice Presidents of National Sales. Responsible for recruiting – working with them to ensure master agency recruiting efforts are meeting or exceeding SIAA's goals.

From 2019 to 2021, Jack was Senior Vice President of Life and Benefits, expanding and accelerating adoption of SIAA's life insurance products and services nationally. After reviewing company relationships and appropriately adjusting the Life Insurance products that SIAA traditionally offered, Jack established life insurance as a significant revenue-generating product offering for Member Agencies, Master Agencies, and SIAA.

SIAA Life & Benefits held promotional campaigns to engage Member Agencies and encourage them to become Crump Life and Nationwide representatives while boosting their sales of life insurance. The increase of life insurance sales is helping members round out their books of business and build commissions in a highly competitive marketplace.

Jack has been in the insurance and financial services industry since 1988. Throughout his career he has held roles as an individual producer, sales manager, and underwriter to name a few. Prior to joining SIAA, Jack was Director of External Learning Services for Lincoln Financial Group, Director of Training for Liberty Mutual Benefits, and held positions at Liberty Mutual as Director of Implementation Services and Director of Hiring & Training.

In addition to the 20 years he spent with Liberty Mutual, Jack held positions in companies such as New England Financial, American General, Chubb, and Lincoln Financial where he supported Independent Sales Distribution channels.

Jack attended Southern New Hampshire University of Manchester, NH as a Communications major, and Franklin Pierce University, in Rindge, NH.